November 05, 2026

To,
National Stock Exchange of India Limited (NSE: RATEGAIN)
BSE Limited (BSE: 543417)

Subject: Investor Presentation on the Un-audited (Standalone and Consolidated) Financial Results of the Company for the quarter and half year ended September 30, 2026

Dear Sir/Ma'am,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation on Un-audited (Standalone and Consolidated) Financial Results of the Company for the quarter and half year ended September 30, 2026.

Please take the above information on record.

Yours faithfully,

For RATEGAIN TRAVEL TECHNOLOGIES LIMITED

Mukesh Kumar
Digitally signed by Mukesh Kumar
Date: 2026.11.05 17:13:30 +05'30'

Mukesh Kumar
General Counsel,
Company Secretary & Compliance Officer
Membership No.: A17925

Encl.: ***As above***

Investor Presentation

Q2 & H1 FY2027



RateGain

Safe Harbor

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The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.

OUR VISION

To offer an integrated technology platform to our customers in the travel and hospitality sector, powered by artificial intelligence, enabling them to increase their revenue through guest acquisition, retention, and wallet share expansion.

What we do

Aligned to our vision of Guest Acquisition, Retention, and Expansion



Who we serve

25 Global Fortune 500 Companies

33 of Top 40 Hotel Chains

All Leading OTAs & Metas

7 of Top 10 Car Rentals

4 of Top 5 Airlines

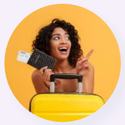
Large Cruise Lines

Largest DMOs

RateGain offers an Integrated RevMax Platform to Engage with Guests across the Entire Journey

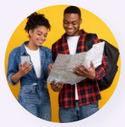
Gets inspired by looking at images on **social media**

Dreaming



Searches for hotels, flights, & packages on **Google, Bing, Brand.com**

Planning



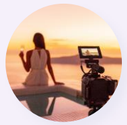
Visits **OTAs, Brand.com** to book flights, hotels, packages

Booking



Looks for **activity recommendations**

Pre-trip



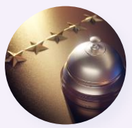
Seeks **great experience** as promised during planning

Trip



Provides **feedback**, & recommendations on online portals

Post-trip



Martech

- AI-powered Content Creation & Social-Media Management to help Hotels gain visibility
- Help DMOs & Travel Brands target AI filtered high-intent traveler & achieve higher RoAS
- Multi-channel campaigns to drive incremental direct bookings for Hotels

DaaS & Distribution

- Real-time competitive pricing & demand insights to optimize revenue
- Help Hotels acquire Guests (distribute inventory) across different demand channels – Direct, OTAs, and GDS
- AI-powered Voice Agent VIVA to address guest queries and take reservations

Martech

- AI Concierge to address guest needs 24/7 and drive ancillary revenue for Hotels
- Reputation Manager to generate feedback from Guests and build up brand presence
- Fully Managed CRM & Email solution to increase Guest Loyalty

Key Business Updates

Q2 & H1 FY2027

RateGain

Management Commentary



BHANU CHOPRA

Chairman and
Managing Director

"Our customers are operating in a market where demand keeps shifting, and they are relying on our data and AI to stay ahead of it. We remain positive about the future and focused on long-term growth. That means adding customers, deepening how much of our platform each of them uses, and extending our AI into more of their everyday work. In the second half, our priority is to bring the full RateGain and Sojern platform to more of these customers and to execute well."



CHETAN GARG

Chief Financial Officer

"Our Q2 performance reflects the progress we are making in building a stronger, more profitable business. Adjusted EBITDA grew ahead of revenue, margins remained healthy, and our earnings continued to translate into strong cash flow. This performance gives us confidence to accelerate investments in product innovation, AI and market expansion, while maintaining a disciplined approach to capital allocation. We remain focused on translating the scale of our platform into sustainable, profitable growth and long-term value creation."

RateGain posts Healthy Growth with Strong Operating Margins

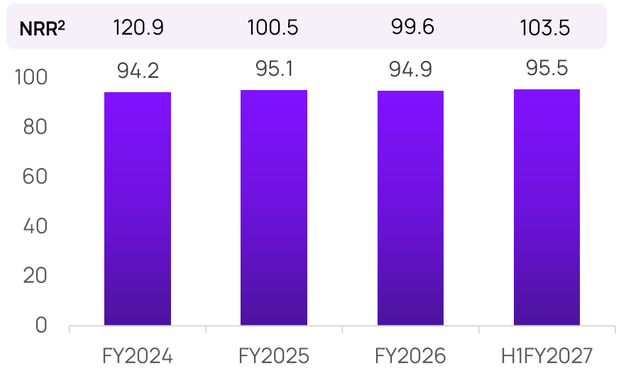
	Operating Revenue Growth Y-O-Y	**Adj. EBITDA* (%)** Growth Y-O-Y	**Adj. PAT* (%)** Growth Y-O-Y
Q2 FY2027	**152.6%** ▲ INR 745.4 Cr	**215.4%** ▲ INR 169.1 Cr (22.7%)	**78.0%** ▲ INR 90.8 Cr (12.2%)
H1 FY2027	**169.5%** ▲ INR 1,530.4 Cr	**250.9%** ▲ INR 362.5 Cr (23.7%)	**111.9%** ▲ INR 207.6 Cr (13.6%)

Note: EBITDA and PAT are Adjusted for Deferred Deal Consideration related to the Sojern Acquisition. This expense is to be incurred for 3 years ending Q3FY29.

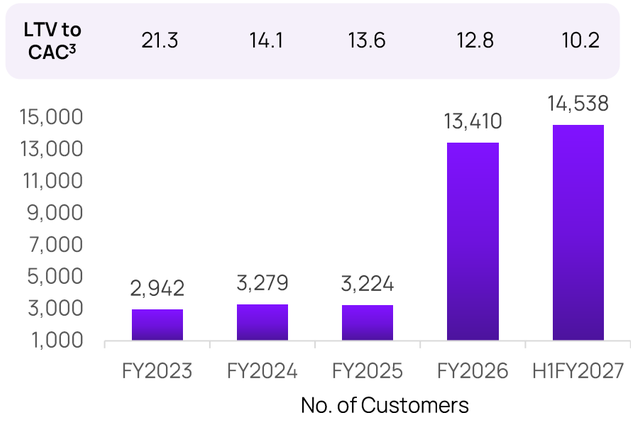
Diversified Revenue Streams

- Diversified revenues across offerings, geographies & customers
- Healthy revenue mix with subscription, hybrid & outcome-based business along with recurring nature of revenues given strong value proposition

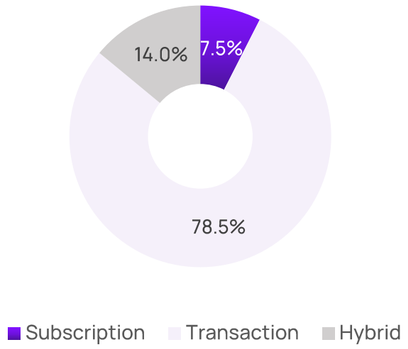
Gross Revenue Retention[2]



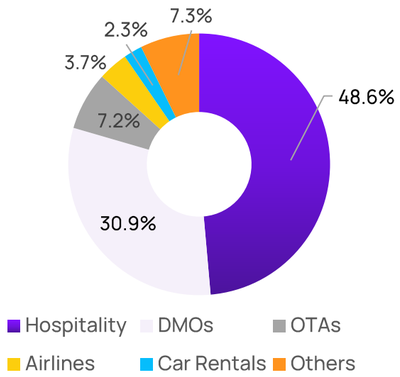
Client Count & LTV to CAC



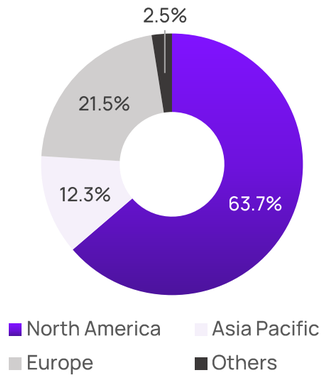
Revenue by Engagement[1]



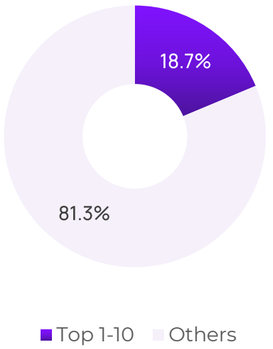
Revenue by Industry Type[1]



Revenue by Geography[1]



Revenue by Customers[1]



RateGain

Note: Numbers have been rounded to nearest whole percentages or one decimal place.. 1. H1FY27 Revenue from contracts with customers. 2. GRR – Gross Revenue Retention - denotes percentage of renewed revenue in DaaS and Distribution as compared to previous Fiscal & NRR - Net Revenue Retention – Denotes percentage of incremental revenue in DaaS and Distribution from same clients compared to previous fiscal 3. LTV:CAC is computed by i) Multiplying Gross Margin from New Sales with expected lifetime of the contracts to arrive at LTV ii) CAC is calculated by including the total sales and marketing costs incurred.

Steady Growth Metrics Combined with Operational Efficiency

1,244

EMPLOYEES
42.8% increase Y-o-Y in Employee Headcount

14,538

CUSTOMERS
Customers added with Sojern Acquisition

INR 2.5 Cr

REVENUE PER EMPLOYEE
Increase of 81.6% on a Y-o-Y basis as we integrate Sojern

87.0%

FREE CASH FLOW CONVERSION

10.2x

LTV TO CAC
Compared to 14.1x in H1FY26

INR 239.2 Cr

NET CASH & EQUIV.
Net Debt – INR 494.0 Cr

INR 277.7 Cr

NEW CONTRACT WINS
Healthy growth compared to last year

INR 660 Cr

TOTAL PIPELINE
Pipeline with traction across segments

Steady Revenue Streams Driven by Constant Product Innovation

Segment wise Growth (Y-o-Y) (H1FY27)

DAAS

13.9%

DISTRIBUTION

2.2%

MARTECH

319.8%



Key Highlights

- **Vietnam Airlines selects RateGain** to strengthen position across international markets
- **VIETJET QAZAQSTAN selects AirGain** to support real-time competitive fare intelligence across key routes.
- **RateGain & Duetto partner** to power autonomous, real-time revenue optimization for hotels worldwide

- **RateGain signs Cinko** to help hotels capture last-minute booking demand
- **RateGain & ZentrumHub** announce strategic connectivity partnership to simplify hotel distribution
- **Citrus Leisure partners with RateGain's UNO Direct Stack** to power end-to-end direct booking journey across Sri Lanka

- **Expanded Relationship with One of the Marquee DMO clients** basis consistent delivery and value-added products
- **Sojern convenes Second Annual European Destination Advisory Board** with DMO Leaders in Athens
- **Sojern expanded relationship with La Quinta Inn on Property Commission** for a portfolio of Properties
- **Experience Kissimmee launched a Co-op program with Sojern**, leveraging it's travel-intent data, to create $9 Mn of economic impact for the region
- **SoHo utilized AI powered creatives and targeted messaging** to generated 235x ROI and a **Silver win at HSMAI Awards**

Key Partnerships

Vietnam Airlines
Duetto
VietJet Air.com Qazaqstan
Cinko
citrus
ZentrumHub
GRAND HYATT BAHA MAR
LA QUINTA BY WYNDHAM
EXPERIENCE KISSIMMEE FLORIDA

Award-winning Team Driving Performance

2026

Trip.com

Favoured

Connectivity Partner Program

3 Years in a Row

UNO Channel Manager recognized by Trip.com as a Favoured Connectivity Partner for the third consecutive year.

PARTNER EXCELLENCE



RateGain named Fastest Growing SaaS Company, recognizing its growth at the intersection of AI, data, and travel technology.

PRODUCT EXCELLENCE

peoplematters

INFINI-T AWARDS

INDIA 2026

Recognized in the Skills Transformation category for building an AI-native, future-ready workforce

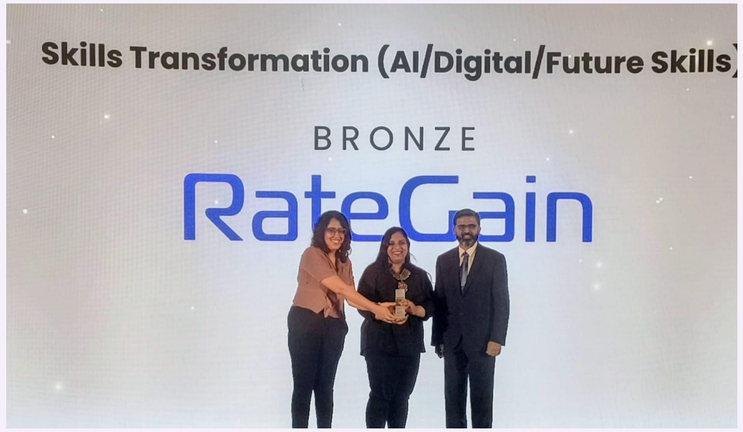
PEOPLE EXCELLENCE

RateGain

Reimagining People & Culture: Scaling One RateGain Through Integration, AI & Leadership Depth









We close H1FY27 on a strong note with new Leadership in place and globally integrated People function. With the integration on track, the focus is towards strengthening presence in key geographies, improving employee experience and building scalable people practices towards making RateGain the leading global travel tech company.

- **Leadership development** strengthened across key talent segments. ACCEL 2.0 engaged 27 senior leaders in a four-month leadership journey, while SheLeads 2.0 brought together 25 high-potential women for a three-month leadership development journey.
- **Future-ready skills recognised** at the People Matters Infini-T Awards 2026. RateGain recognised in the Skills Transformation (AI/Digital/Future Skills) category for embedding new capabilities into how employees learn, work and create value.
- **AI engineering capabilities advanced at scale**. 40+ technology team members participated in a hands-on workshop on Agentic Architecture, Evaluation, Guardrails and Safe Deployment, building practical capabilities in developing and deploying AI agents responsibly.
- **Hiring momentum held, with a sharper focus on quality.** We welcomed 87 new colleagues across sales, engineering and customer success, with a meaningful share of roles filled internally. We are in the journey of rolling out competency-based interview practices to improve consistency and hiring quality across regions.

Together, these reflect a People & Culture function building for scale: unified systems, AI embedded into everyday work, stronger managers, and a culture where performance and belonging grow together.

Innovations at RateGain

Today, we are Reimagining Hospitality with AI

Making Guest Acquisition Effortless With AI

Target High-Value Travelers With AI

Optimize Ad Spend With AI-Powered Bidding

Deliver Personalized Guest Promotions on Email / Text With AI



Maximizing Revenue Instantly With AI

AI Voice Agent For Instant Reservations

AI-Powered Channel Manager For Real-Time ARI Updates

AI That Addresses Guests' Needs, Upsells, and Expedites Essential Services

Introducing Agentic ARI: A next-generation ARI engine for faster, smarter hotel distribution

An AI-enabled ARI engine that autonomously prioritizes, sequences, and executes ARI updates based on days to check-in, booking urgency, and commercial impact

How Supply Partner Benefits

Ensure rate consistency and win more bookings with:

- Faster rate increases during peak demand.
- Quicker price drops to stay competitive in low demand.
- Immediate inventory recovery after cancellations.

How Demand Partner Benefits

Delivers cleaner, faster, and more reliable data

- **30-40%** optimization in ARI Traffic.
- Prioritized processing of the most relevant updates.
- Fewer mismatches and failed bookings.

Introducing RateIQ: Identify & Recover Hidden Revenue Across Distribution

Hotels are not losing revenue (millions) due to pricing—they're losing it due to distribution inefficiencies they can't see.

Invisible revenue leaks across channels

- **Invisible Properties** – Not listed across key OTAs
- **Missing ARI** – Rates/availability not live despite listings
- **Looks No Books** – High visibility but zero conversions
- **Performance Drift** – Gradual decline in bookings/revenue
- **Parity Violations** – Inconsistent pricing across channels

RateIQ = Revenue Recovery Intelligence Layer

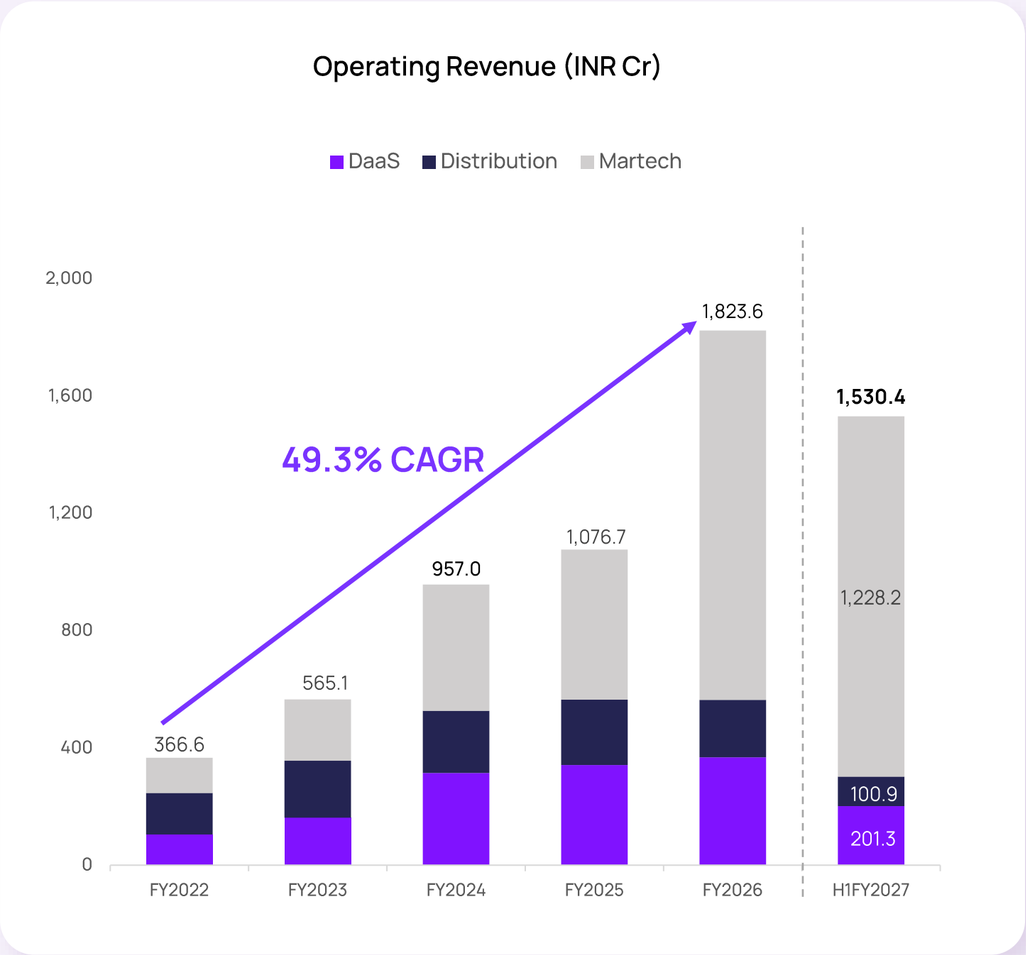
- Continuously scans distribution performance across channels
- Detects revenue leakages at property + channel level
- Prioritizes issues based on commercial impact
- Fixing rate violations transforms booking dead zones into revenue wins

Save Revenue Loss = Gain full visibility into distribution gaps + Proactive optimization + Improve discoverability & conversion

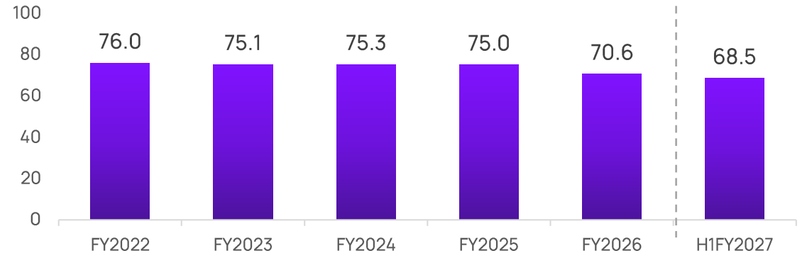
Detailed Financials

Sustained Financials and Profitability Metrics

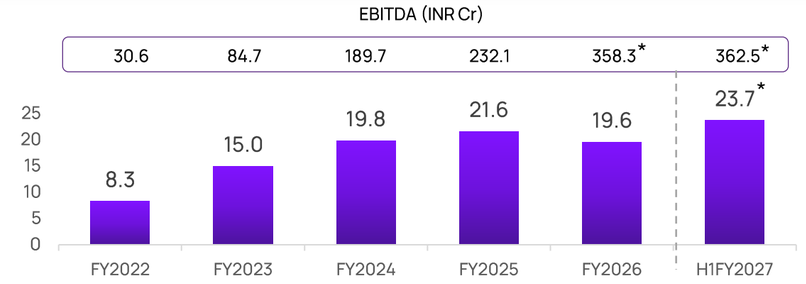
- Increased AdSpend & Data Partner spend leading to higher renewals and continued revenue traction, has an impact on Gross Margins
- EBITDA in H1FY27 is already ahead of FY26 EBITDA, on the back of Strong Operating Margins performance with healthy progress on Sojern integration



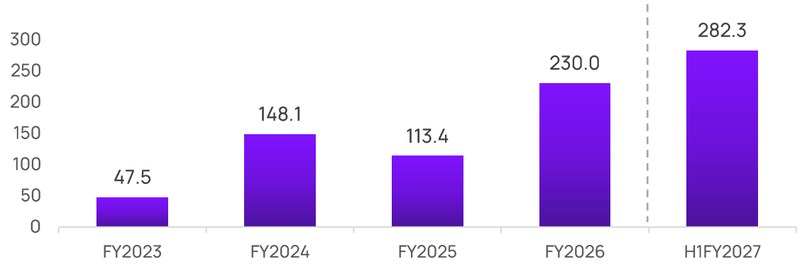
Gross Margins (%)



EBITDA Margins (%)



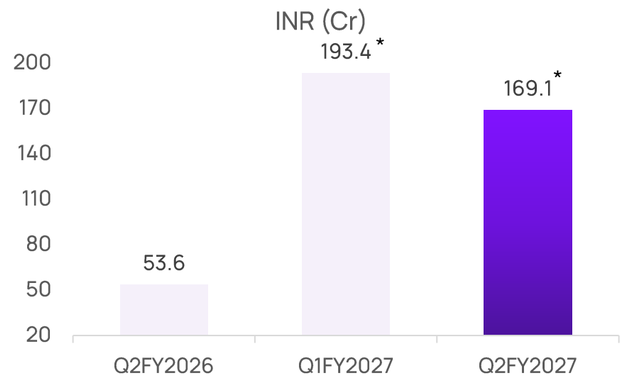
Free Cash Flow (INR Cr)

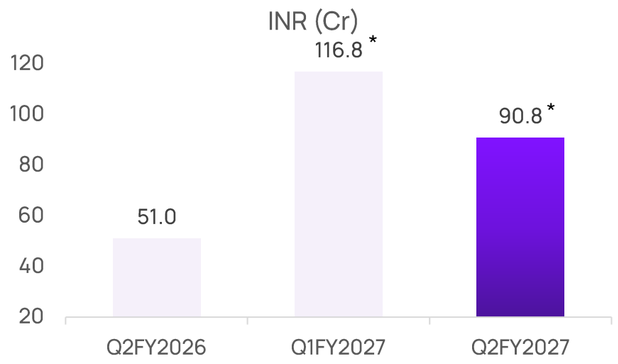


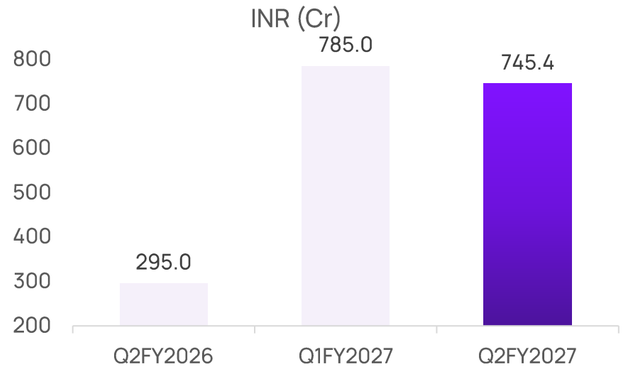
Note: *- Adjusted EBITDA -EBITDA is Adjusted for Deferred Deal Consideration related to the Sojern Acquisition. This expense is to be incurred for 3 years ending Q3FY29

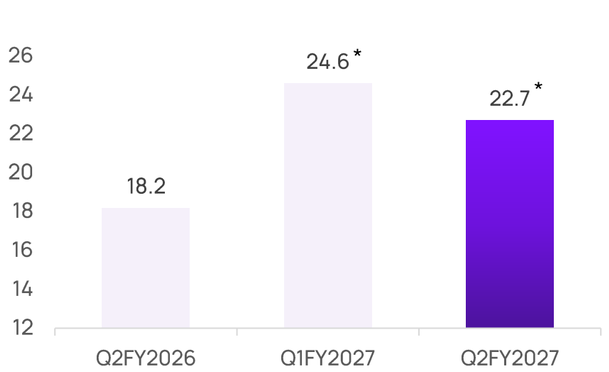
Key Financial Highlights for Q2FY2027

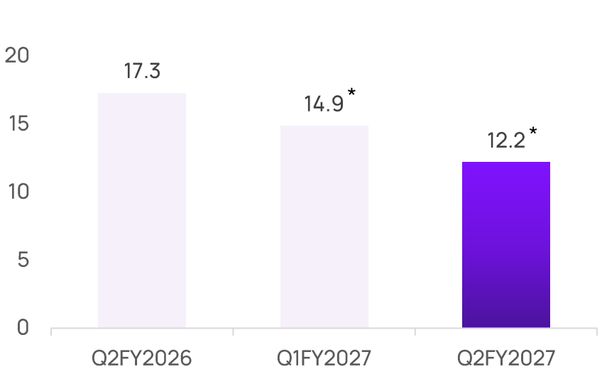
- Healthy growth registered YoY in Operating Revenue with healthy growth across verticals and the integration of Sojern
- Focus on operational excellence and integration contributing to healthy Operating Margins
- EBITDA and PAT are adjusted on account of deferred deal consideration related to Sojern acquisition, to be paid over 3 years up to Q3FY29









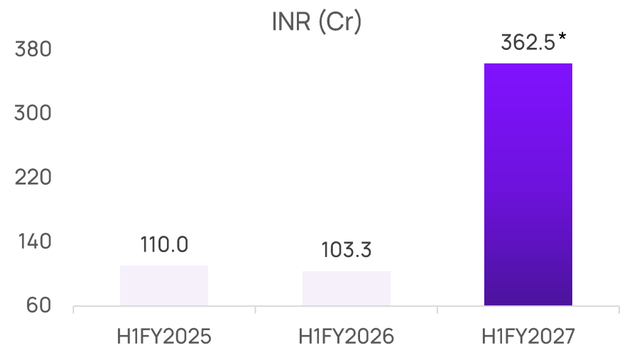


Note: *- Adjusted EBITDA & PAT – Adjusted for Deferred Deal Consideration related to the Sojern Acquisition. This expense is to be incurred for 3 years ending Q3FY29

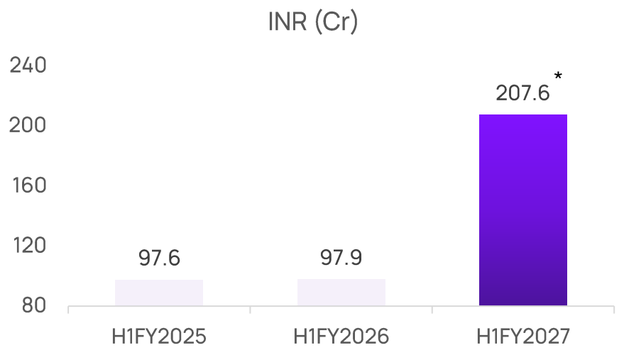
Key Financial Highlights for H1 FY2027

- Strong growth registered YoY in Operating Revenue
- Improved margins on the back healthy progress on the integration of Sojern and operating leverage playing out
- Focus on operational excellence contributing to healthy Operating Margins

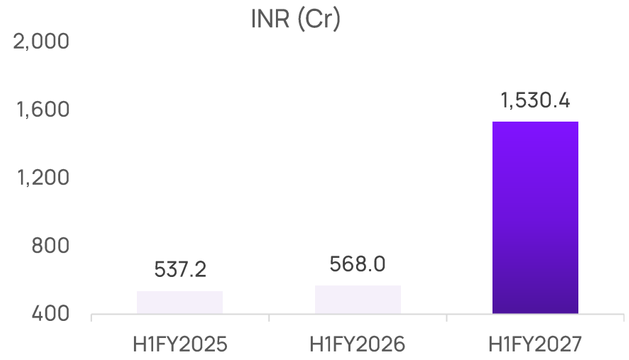
EBITDA



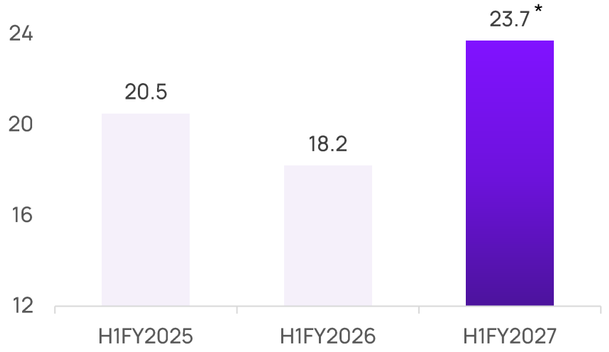
PAT



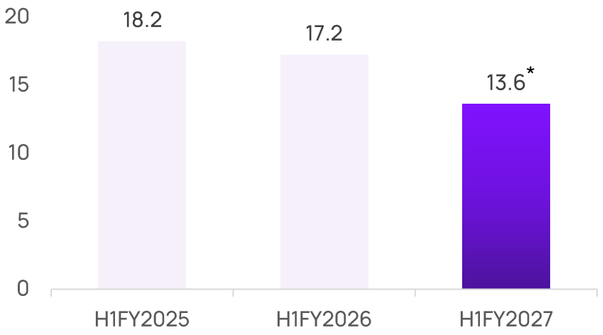
Operating Revenue



EBITDA Margin (%)



PAT Margin (%)



RateGain

Note: *- Adjusted EBITDA & PAT – Adjusted for Deferred Deal Consideration related to the Sojern Acquisition. This expense is to be incurred for 3 years ending Q3FY29. For FY26, Adj. PAT accounts for Deferred Deal Consideration and One-time exceptional expense incurred in Q3FY26.

Consolidated Profit & Loss

Particulars (INR Cr)	Q2 FY27	Q2 FY26	YoY	Q1 FY27	QoQ	H1FY27	H1FY26	YoY
Revenue	**745.4**	**295.0**	**152.6%**	**785.0**	**-5.0%**	**1,530.4**	**568.0**	**169.5%**
Employee Expenses	284.6	115.4	146.6%	294.8	-3.5%	579.3	224.5	158.0%
Other Expenses	307.8	126.0	144.2%	318.7	-3.4%	626.5	240.1	160.9%
Total Operating Expense	**592.4**	**241.4**	**145.4%**	**613.5**	**-3.4%**	**1,205.9**	**464.7**	**159.5%**
EBITDA	**153.0**	**53.6**	**185.4%**	**171.5**	**-10.8%**	**324.5**	**103.3**	**214.2%**
EBITDA %	**20.5%**	**18.2%**		**21.9%**		**21.2%**	18.2%	
Add: Sojern – Deferred Consideration	*16.1*	-		*21.9*	*-26.3%*	*38.0*	-	
Adj. EBITDA	***169.1***	***53.6***	***215.4%***	***193.4***	***-12.5%***	***362.5***	***103.3***	***250.9%***
Adj. EBITDA %	***22.7%***	***18.2%***		***24.6%***		***23.7%***	***18.2%***	
Depreciation	3.8	2.3	64.4%	3.7	7.0%	7.4	4.2	76.3%
Amortization of Acquisition cost	35.4	7.0	404.1%	33.8	4.4%	69.4	13.9	400.3%
Finance Costs	16.1	0.3	5418.5%	16.5	-2.6%	32.7	0.6	5435.1%
Other Income	(0.3)	21.5	-101.2%	3.1	-108.5%	2.8	42.2	-93.3%
Profit/(Loss) Before Tax	**97.4**	**65.5**	**48.6%**	**120.6**	**-19.2%**	**217.9**	**126.9**	**71.8%**
Tax	22.7	14.5	56.2%	25.7	-11.6%	48.3	28.9	67.1%
Profit/(Loss) After Tax	**74.7**	**51.0**	**46.5%**	**94.9**	**-21.3%**	**169.6**	**97.9**	**73.2%**
PAT %	**10.0%**	**17.3%**		**12.1%**		**11.1%**	**17.2%**	
Adj. Profit/(Loss) After Tax	***90.8***	***51.0***	***78.0%***	***116.8***	***-20.0%***	***207.6***	***97.9***	***111.9%***
Adj. PAT %	***12.2%***	***17.3%***		***14.9%***		***13.6%***	***17.2%***	

RateGain

Note: Numbers have been rounded to nearest whole percentages or one decimal place.
Adjusted EBITDA & PAT – Adjusted for Deferred Deal Consideration related to the Sojern Acquisition. This expense is to be incurred for 3 years ending Q3FY29. For FY26, Adj. PAT accounts for Deferred Deal Consideration and One-time exceptional expense incurred in Q3FY26.

Consolidated Balance Sheet

Assets (INR Cr)	Sep-26	Mar-26
Non-Current Assets	***2,586.0***	**2,605.2**
Property, plant and equipment	14.1	12.3
Goodwill	1,613.9	1,581.0
Other intangible assets	731.3	784.9
Other intangible assets under development	-	-
Right to use assets	20.1	24.5
Financial Assets		
i. Investments	-	-
ii. Other financial assets incl. Loans	4.0	2.3
Deferred tax assets (net)	146.8	167.8
Non-Current Tax Assets	55.0	31.3
Other non-current assets	0.8	1.1
Current assets	***1,018.4***	***954.6***
Financial assets		
i. Investments	7.0	24.5
ii. Trade receivables	512.7	471.5
iii. Cash and cash equivalents	232.2	173.1
iv. Bank balances other than (iii) above	0.0	-
Other financial assets incl. Loans	9.9	13.7
Other current assets	256.6	271.8
Total assets	***3,604.4***	***3,559.8***

Equity & Liabilities (INR Cr)	Sep-26	Mar-26
Equity and Liabilities	***2,218.4***	***2,005.8***
Equity share capital	11.8	11.8
Equity attributable to owners of the Company	2,206.6	1,994.0
Non-current liabilities	***646.4***	***878.1***
Financial liabilities		
Borrowings	448.3	682.6
Lease Liabilities	13.8	18.4
Other Financial Liabilities	40.2	25.2
Deferred tax liabilities (net)	129.3	136.9
Provisions	14.8	15.0
Other non-current liabilities	-	-
Current liabilities	***739.6***	***675.9***
Financial liabilities		
i. Borrowings	284.9	238.7
ii. Trade payables	228.2	238.3
iii. Other financial liabilities	110.7	83.0
Lease liabilities	9.5	9.0
Current tax liabilities (net)	18.1	19.9
Provisions	0.9	0.9
Other current liabilities	87.3	86.1
Total equity and liabilities	***3,604.4***	***3,559.8***

Consolidated Cash Flow Statement

Cash Flow Statement for Period ended (INR Cr)	For Half Year ended Sept-26	For the Year ended Mar-26
Profit before tax	217.9	252.0
Adjustments	147.2	93.3
Operating profit before working capital changes	365.1	345.3
Changes in working capital	(19.2)	(57.8)
Cash generated from operations	345.9	287.5
Direct taxes paid (net of refund)	59.3	53.8
Net Cash from Operating Activities	***286.6***	***233.7***
Net Cash from Investing Activities	***15.4***	(1,281.5)
Net Cash from Financing Activities	***(246.8)***	835.9
Net Increase in cash and cash equivalents	***55.2***	***(211.9)***
Net foreign exchange difference	3.9	23.8
Cash and cash equivalents at the beginning of the year	173.1	347.4
Cash and cash equivalents of acquired subsidiary	-	13.8
Cash and cash equivalents at the end of the year	***232.2***	***173.1***

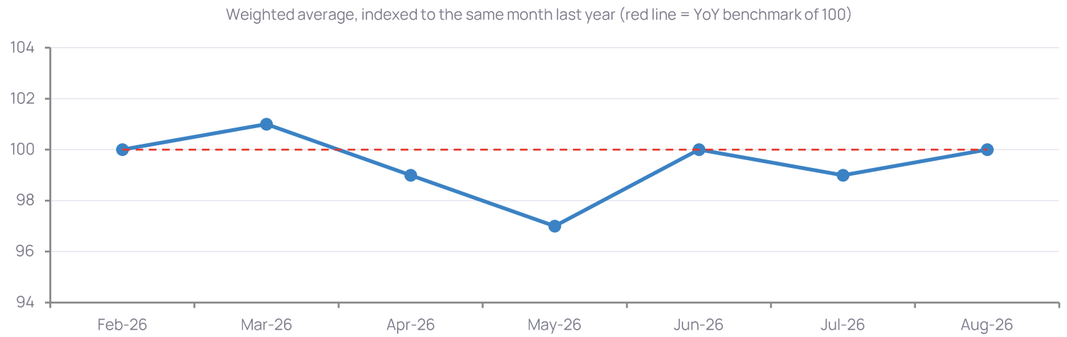


Industry Trends

Travel demand remains resilient, while AI reshapes how travelers discover and book

100 = Global Travel Health Index (August 2026)

- A flat headline masks divergence, as higher prices carry revenue while volume growth slows
- Middle East & Africa index fell from 100 in June to 94 in July amid renewed conflict
- Flight transaction value rose 25% in Canada, 20% in Italy and 17% in Japan (Jan–Aug), but fell 21% in the UK
- European flight demand rose 5% YoY over the summer, with bookings up in all three months and hotel ADR up 4–6%



Source: Skift Research, Skift Travel Health Index (data as of September 2026); RateGain and Sojern data (June–August 2026)

54% = U.S. travelers who have already used AI to plan a trip

Yet only 22% of DMOs offer AI trip planning online

- 75% of travelers intend to use AI to plan future trips
- 40% have discovered a destination through AI, and 29% have changed plans based on an AI recommendation
- 72% of DMO leaders believe organizations that do not adopt AI within two years risk irrelevance in destination discovery

Hotels: high AI adoption, limited measurable impact

HOTELS USING OR PROCURING GENAI	CUT MANUAL WORK BY MORE THAN 30%	HOTEL PROPERTIES REPRESENTED
>50%	<10%	58,000+

Source: Mindtrip, Sabre, Sojern and MMGY Travel Intelligence, survey of 1,006 U.S. travelers (August 2026); RateGain State of Distribution 2026, with NYU SPS and HEDNA

Company Overview

RateGain's Offering to enable Global Clients to Unlock New Revenue with the Power of AI

Focused on the Travel and Hospitality Industry with business units aligned to our vision of acquiring guest, retaining them, and wallet share expansion

	2005	2008	2019
	DaaS *Sell at the right price*	**Distribution** *Sell on the right channels*	**MarTech** *Sell to the right travellers*
Overview	▪ Provide data and information to players across the travel & hospitality industry ▪ Deliver insights including competitive and rate parity intelligence ▪ AI led Products to gauge Demand and optimise pricing ▪ Custom audiences based on travel intent	▪ Seamless connectivity between Hotels and their demand partners including OTAs, GDS and others ▪ Communicate availability, rates, inventory and content ▪ AI led product to standardise content distribution	▪ End to End Digital Marketing Suite to manage Brand presence for Hotels across Social Media and Metasearch platforms ▪ To Optimize Direct Bookings ▪ Monitor Guest Engagement 24x7 ▪ Performance marketing operation leveraging the travel-intent data
Revenue Model	Subscription model Hybrid model[1]	RezGain - Subscription model[2] DHISCO - Transaction model[3]	Subscription model Transaction model[4]
Revenue Mix – (H1 FY2027)	**13.2%**	**6.6%**	**80.2 %**
Total SAM	USD 1.1 Bn	USD 1.9 Bn	USD 5.8 Bn
Acquisitions*	Adara (2023) Sojern (2025)	DHISCO (2018)	BCV Social (2019) MyHotelShop (2021) Adara (2023) Sojern (2025)
New AI based Products developed	Rev-AI Demand-AI	Content-AI Voice Connectivity (UNO VIVA) Booking Engine MCP	

Note: Source: Company information, Phocuswright and 1Lattice report. Note: Numbers have been rounded to nearest one decimal place. 1. Hybrid Model - charges a minimum subscription fee and a pay-per-use model for accessing additional data 2. Subscription model - where customers pay a subscription fee to access the product. 3. Transaction Model – company generates revenues from bookings. 4. Transaction Model – Revenue from campaigns managed for clients

Martech – Captures Demand to drive Outcomes for Customers

AI-powered Marketing Platform Captures & Optimizes direct demand across key customer segments, turning travel intent data into measurable growth

	Properties	Destinations	Corporates
Customer Type	▪ Serves Independent / Boutique Hotels And Larger Groups & Chains	▪ Serves Destination Marketing Organizations (DMOs) & Attractions	▪ Serves Hotel, Airline, Car Rentals, Cruise, Financial Services Brands
Overview	▪ Increases revenue & profitability for hotels by driving traffic via AI led media management to direct channels & engaging guests ▪ Multi-channel Direct Marketing to Prospect, Acquire & Re-activate Travellers ▪ AI-powered Content Creation & Social Media Management to drive effective engagement during discovery stage	▪ Cost Effectively Identifies, Attracts & Engages Travelers For Destination Marketers ▪ Co-op platform – Joint strategy to pool budgets between Hotels, Attractions & DMOs to amplify Budgets ▪ Economic Impact Report to prove Performance for DMOs	▪ Custom AI Powered Audiences & Multi-Channel Activation Strategies at Scale Meeting Managed Media & Self Serve Needs ▪ Full-funnel Audience Building, Campaign Management and Optimization ▪ Access Custom Market and Traveller Demand Insights to Drive Informed Decision Making
Revenue Model	Commission (Outcome based Revenue) Managed Media (CPM)	Managed Media (CPM) Traveler Audiences: Usage Fee	Managed Media (CPM) Traveler Audiences: Usage Fee
Revenue Mix as % of Martech –(H1 FY2027)	**44.7%**	**39.7%**	**15.6%**

Demand Booster merged in Properties | Adara has been merged into Sojern Destinations & Corporates

320+ Data Partners, 500 Mn known travellers, billions of daily intent signals and multi-channel activation to drive guest acquisition

Multiple Growth Engines to Drive Growth

Customer Growth	Increases focus on SMB Segment backed by expansive AI-powered Product offering & Strong Value proposition
Land & Expand	Large customer base to drive cross-sell and up-sell
AI-powered Product Innovation	Leverage our large data assets to launch AI solutions & features to offer incremental value to customers
Geographic Expansion	Invest in GTM teams to build up presence in high-growth geos
Martech Expansion	Streamlining Martech offering under a unified platform to deliver predictive traveler insight and drive incremental unique value for customers
Inorganic Growth	Dedicated Strategic Investments Arm to identify Complementary Opportunities and drive synergies

Annexures

Key Shareholders

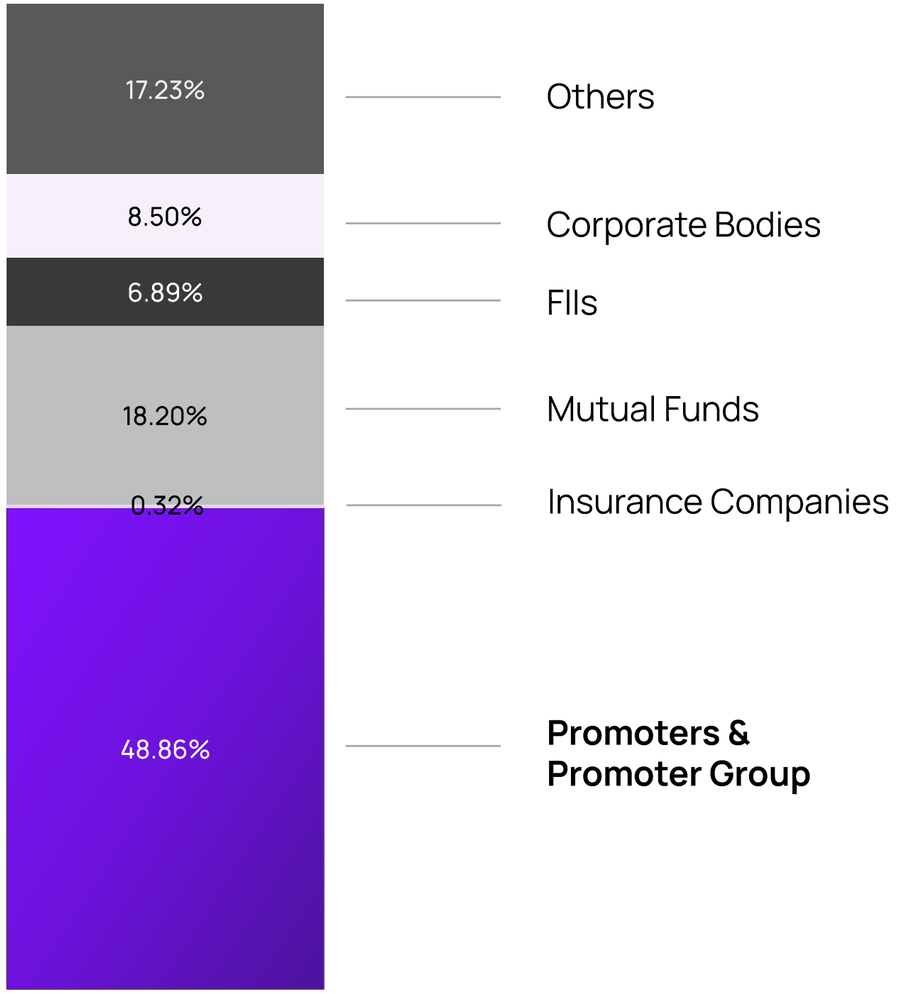
Promoters

- Bhanu Chopra & Family currently hold **48.86%**
- **Promoter Group has increased holding** up from 48.16% as of Sept. 30, 2025

Key Shareholders

Sundaram Mutual Fund	5.32%
Nippon Life India Mutual Fund	4.48%
Plutus Investments India	3.80%
ICICI Prudential Mutual Fund	2.58%
Axis Mutual Fund	2.33%
Plutus Wealth Management	1.69%
CIF III Scheme I	1.23%

Shareholder Types
(as of September 30, 2026)



Thank You

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